



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

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Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: June 8, 2010

To: Jessica Robertson, Director of Strategic Sourcing
Indiana Department of Administration

From: Molly Martin, Strategic Sourcing Analyst

Subject: Recommendation of Selection for RFP 10-69
Solicitation of DNA Automation Instrument for
the Indiana State Police

Estimated Amount of Contract: \$131,560.00

Based on the evaluation of our team, we recommend for selection **Beckman Coulter** to begin contract negotiations to provide a DNA Automation Instrument for the Indiana State Police. Terms of this recommendation are included in this letter.

The evaluation team received proposals from two (2) vendors:

- Beckman Coulter, Inc.
- Tecan US, Inc.

The proposals were evaluated by a six (6) member team and IDOA according to the following criteria established in the RFP:

- Management Assessment/Quality (25 points)
 - Business Proposal (5 points)
 - Technical Proposal (20 points)
- Pricing Proposal (30 points)
- Indiana Economic Impact (15 points)
- Buy Indiana/Indiana Company (10 points)
- Minority Business Participation (10 points)
- Woman-Owned Business Participation (10 points)

The proposals were evaluated according to the process outlined in section 3.2 ("Evaluation Criteria") of the RFP.

Scoring was completed as follows:

A. Management Assessment/Quality

Business Proposal

For the Business Proposal evaluation, the team considered each Respondent's references and their relationship with ProMega. These areas were reviewed to assess each Respondent's ability to serve the State.

Technical Proposal

For the Technical Proposal evaluation, the team considered each Respondent's proposal for service and support, training, instrument flexibility, and the forensic validations and applications.

The evaluation team's scores were based on a review of each Respondent's proposed approach to each section of the Technical Proposal, Section 2.4, as well as specific questions that Respondents were asked to respond to in the RFP and clarifications.

Results of the Management Assessment/Quality evaluation are shown below:

Table 1: Management Assessment/Quality Scores

Evaluation Section	Beckman Coulter	Tecan
Business Proposal	4.50	4.50
Technical Proposal	17.50	15.67
TOTAL	22.00	20.17

During Business and Technical Proposal evaluation, the evaluation team observed the following regarding each respondent:

Beckman Coulter Inc.

Beckman Coulter scored 22.00 points out of the possible 25 qualitative points, having the highest MAQ of all Respondents. Some of Beckman Coulter's strengths were their references, relationship with ProMega, their service and support, training, instrument flexibility, and the instruments forensic validations and applications.

Tecan US, Inc.

Tecan scored 20.17 points out of the possible 25 qualitative points. Tecan's strengths were their references, relationship with ProMega, their instrument flexibility, and the instruments forensic validations and applications. However, the team was concerned with their service and support and their training program.

B. Cost Proposal

The cost proposals were evaluated as follows:

- TOTAL COST = Instrument Cost + Delivery Cost + Installation Cost + Validation Support Cost + Year 1 Maintenance/Service + Year 2 Maintenance/Service + Year 3 Maintenance/Service

Cost Scores =

- 10% + decrease in Baseline Cost = (+) 30.00 points
- Equal to Baseline = 0.00 points
- 10% + increase in Baseline Cost = (-)30.00 points

Both Respondents were given an opportunity to improve their cost score through target pricing. The updated cost proposals were resubmitted in a timely manner. Both Respondents took advantage of the opportunity to improve their cost through target pricing. The cost scores based on the final pricing provided are as follows:

Table 2: Final Cost Scores

Respondent	Cost Score (-30 Min/+30 Max)
Beckman Coulter	10.86
Tecan	0.06

C. IDOA Scoring

IDOA scored both Respondents in the following areas – Buy Indiana (10 points), Indiana Economic Impact (15 points), and Minority and Women Business Participation (10 points each) using the criteria outlined in the RFP. When necessary, IDOA clarified certain Buy Indiana, Indiana Economic Impact, and Minority and Women Business Participation information with the Respondents. Following revisions to pricing proposals, IDOA gathered updated IEI and MWBE forms. Once the final MWBE and IEI forms were received from Respondents, the total scores out of 100 possible points were tabulated, and are as follows:

Table 4: Final Overall Evaluation Scores

Respondent	Management Assessment/Quality Score (25 max)	Cost Score (-30 Min/+30 Max)	Buy Indiana (10 max)	IEI (15 max)	MBE (10 max)	WBE (10 max)	Total Score (100 max)
Beckman Coulter	22.00	10.86	0.0	0.0	0.0	0.0	32.86
Tecan	20.17	0.06	0.0	0.0	0.0	0.0	20.23

Award Summary

It is recommended by the evaluation team and IDOA that Beckman Coulter be awarded a contract to provide the Indiana State Police with a DNA Automation Instrument.

During the course of evaluation, the State scrutinized all proposals to determine the viability of the proposed business solutions to meet the goals of the instrument and to meet the needs of the State. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

This agreement will be for a period of four (4) years – one (1) year of warranty on the instrument plus three (3) additional years of maintenance/service on the instrument.